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ABSTRACT

The first of the two bibliographies contained in this document lists selected books, articles, and reports on funding technology programs, services, and products for children and adults with disabilities. It is intended to meet the information needs of educators and other service providers. The 22 references are dated from 1984 to 1990 and include bibliographic information, a descriptive annotation, and availability information. The second bibliography is intended for parents of children with disabilities and also addresses funding technology products and services. The eight references are dated from 1986 through 1989. (DB)

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# Selected Readings:
# Funding Technology Programs and Devices

This annotated bibliography includes selected books, articles, and reports on funding technology programs, services, and products for children and adults with disabilities. The entries were selected to meet the information needs of **educators and other service providers.**

***Funding** is a thematic focus of the Center for Special Education Technology*

**Anderson, S. L. , Steven, J. H., & Trachtman, L. H. (1990). *A guide to funding resources for assistive technology in South Carolina*. West Columbia, SC: Center for Rehabilitation Technology Services.**

This guide is the product of a statewide meeting of service providers and agency representatives regarding funding sources and strategies for funding assistive technology. Five of the six sections address strategies of general interest such as developing a funding strategy and systems integration issues. The sixth section details funding sources in South Carolina. Available from Center for Rehabilitation Technology Services, South Carolina Vocational Rehabilitation Department, 1410-C Boston Avenue, West Columbia, SC 29171-0015.

**American Speech-Language-Hearing Association. (1987). *Profiles of funding sources*. Rockville, MD: Author.**

This manual compiles a list of potential federal, private, and corporate funding sources. Many of the funding sources are interested in a broad range of activities in health, education, and research. Inclusion in the manual does not imply that funds are available for a speech, language, or hearing program, or research activity. A description of the agency, available funds, priorities for funding, procedures for seeking funds, and a brief description of funding areas is given for each potential funding source. Available from ASHA Publications, 10801 Rockville Pike, Rockville, MD 20852. Cost: $14.00; Item No. 01-11319.

**Blaschke, C. L. (1989, May/June). Federal and state funding opportunities for school year 1989-90. *Classroom Computer Learning, 9*(8), 22.**

The author discusses the increase in government spending on Chapter 1 for the 1989-90

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four state programs that support technology purchase and use are briefly described.

**Blaschke, C. L. (1989, April). Title II: New funding opportunities in math and science. *Classroom Computer Learning, 9*(7), 10.**

According to an amendment of Title II, the average school district will receive a 65 percent increase in funding beginning in the fall of 1989, signaling increased availability of funds for technology programs. This article examines the background of Title II, the new amendment, and several states' plans on how to utilize the funds.

**Catlett, C., Queen, A., Mineo, B., & Rice, M. (1989). *Grantsmanship: Strategies for obtaining federal funding.* (ASHA Teleconference Seminar) Rockville, MD: American Speech-Language-Hearing Association.**

This document is a summary of a teleconference seminar hosted by the American Speech-Language-Hearing Association. Divided into six sections, it provides an overview of the federal funding process, how to target efforts, how to prepare a proposal, strategies for success, strategies to avoid, and an appendix which includes a narrative of an exemplary composite application and a proposal development checklist. In addition, the narrative portion of the teleconference is included on two audiocassettes. Available from ASHA Publication, 10801 Rockville Pike, Rockville, MD 20852. Cost: $45.00; Item No. 01-11744.

**Eckstein, R.M. (1989). *Handicapped funding directory, 6th edition.* Florida: Research Grants Guides.**

The directory lists more than 850 foundations, corporations, government agencies, and associations that grant funds for programs and services for persons with disabilities. It lists funding information by areas of service, and includes three essays on grantsmanship, the names and addresses of state agency directors, and a bibliography of grant funding publications. Available from Research Grant Guides, Dept. 3A, P.O. Box 4970, Margate, FL 33063. Cost: $29.50, plus $3.00 for handling.

**Electronic Industries Foundation/Rehabilitation Engineering Center. (1989). *State sales tax and assistive technology: Securing exemptions for sensory, communication, and mobility aids.* Washington, D.C.: Author.**

This monograph was written for service providers, program planners, policy makers, assistive device companies, and disabled consumers. It describes the use of state sales tax exemptions to reduce the cost of assistive technology. Appendices include the policies of each state regarding sales tax exemptions for medical and technological applications. A limited number of copies are available free of charge from Electronic Industries Foundation, Attention Nancy Buecker, Librarian, 1901 Pennsylvania Avenue, NW, Suite 700, Washington, DC 20006.

**Enders, A. (1989). *Assistive technology sourcebook.* Washington, D.C.: RESNA.**

A comprehensive guide to assistive technology information and resources. The 18-chapter

*Sourcebook* is organized into four major sections:

- Identifying what is currently available
- Resources for matching technology to an individual's needs
- Resources for specific areas of technological support
- Ensuring technology reaches those who can benefit from it

The volume contains practical information on all aspects of assistive technology for individuals with functional limitations. Available from RESNA, Suite 700, 1101 Connecticut Avenue, N.W., Washington, DC 20036. Cost: $60.00.

**Enders, A. (1989, June). *Funding for assistive technology and related services: An annotated bibliography.* Missoula, MT: University of Montana.**

An 18-page listing of reports, books, and articles on a range of funding issues, sources, and strategies related to assistive technology. Available from Alexander Enders, University of Montana, RTC Rural, 33 Corbin Hall, Missoula, MT 59812.

**Ferguson, J. (1989). *Grants for schools: How to find and win funds for K-12 programs.* Alexandria, VA: Capitol Publications, Inc.**

A guide to seeking, winning, and managing grants. Available from Capitol Publications, Inc., 1101 King Street, P.O. Box 1453, Alexandria, VA 22313-2053. Cost: $57.00.

***The Foundation Directory*. (1988). New York: Columbia University Press.**

The 12th edition of *The Foundation Directory* is a comprehensive source of information on the nation's largest grantmakers. The listings include 6,600 corporate, independent, and community foundations that collectively award more than 6 billion dollars in grants annually. Available from The Foundation Center, 79 Fifth Avenue, New York, NY 10003. Cost: $65.00.

***The Foundation Grants Index*. (1989). New York: Foundation Center.**

The 18th edition of *The Foundation Grants Index* lists 43,000 grants of $5,000 or more awarded by 404 foundations. The index—the largest available listing of grants—identifies grant recipients, contains a subject/geographic index for grants, and outlines foundation trends affecting grantmakers. Available from The Foundation Center, 79 Fifth Avenue, New York, NY 10003. Cost: $65.00.

**Hofmann, A. (1989). *The many faces of funding.* Mill Valley, CA: Phonic Ear, Inc.**

The book "represents the commitment of Phonic Ear, Inc., to provide all persons in the augmentative and alternative communication field with the information necessary to evaluate, plan and obtain needed funding." The book is divided into five sections that deal with a particular aspect of funding. The first section is an overview of major third-party funding programs, including federal, state, educational, insurance, and private sources. The second section, "Method of Procedure," explores three topics: knowing your patient,

relating to technology and handicapped people. The final section of the book contains *The Many Faces of Funding* newsletters; subsequent issues may also be added to the three-ring binder. Available from Phonic Ear, 250 Camino Alto, Mill Valley, CA 94941. Cost: $35.00.

**Mendelson, S. (1987). *Financing adaptive technology: A guide to sources and strategies for blind and visually impaired users*. New York: Smiling Interfaces.**

The book identifies resources and describes procedures for funding sensory aids for persons with visual disabilities. Funding sources and systems are explained, including: vocational rehabilitation, social security, commercial credit, government and nonprofit loan programs, special education, and others. While the guide focuses on systems and services for people with visual impairments, it has relevance for other disability groups as well. Available from Smiling Interfaces, P.O. Box 2792, Church Street Station, New York, NY 10008-2792. Cost: $20.00.

***National Data Book of Foundations*. (1989). New York: Foundation Center.**

The 13th edition of the *National Data Book* contains information on over 27,000 U.S. foundations. The book has been revised to include a new format, an index to community foundations, and new statistics on national funding. It also has a new name —"*National Data Book of Foundations: A Comprehensive Guide to Grantmaking Foundations.* Available from The Foundation Center, 79 Fifth Avenue, New York, NY 10003. Cost: $75.00; Item No. NDB13.

**NICHCY. (1989). Assistive technology. *News Digest, 13.***

The 18-page *News Digest* addresses some of the most important issues related to the use of assistive technology. The digest contains six articles for parents and teachers on such topics as federal legislation, technology with young children, seeking funding, and being an informed consumer. An up-to-date bibliography and resource list are included. Single copies are available at no charge from NICHCY, P. O. Box 1492, Washington, DC 20013 or call 1-800-999-5599.

**Prentke Romich Company. (1989). *How to obtain funding for augmentative communication devices*. Wooster, OH: Author.**

A "how-to" manual with the following sections: basic terms; funding options; steps for success in funding; components of a medically based request; medical necessity; outlines for letters of medical necessity; sample letters; supportive letter request forms; and a communication prosthesis payment review summary. Available from Prentke Romich Company, 1022 Heyl Road, Wooster, OH 44691.

**Research Grant Guides. (1989). *The directory of building and equipment grants*. Margate, FL: Author.**

This comprehensive directory of funding sources for nonprofit organizations lists over 500 foundations and corporations as well as federal sources of support that provide grants for building, renovations, and equipment. Grant information is categorized by areas of

interest including education and disabled. National and state listings of funding sources are provided. Available from Research Grant Guides, Dept. X-101, P.O. Box 4970, Margate, FL 33063. Cost: $26.50, plus $3.00 for handling.

**Sherman, P. (1984). *Used equipment marketplace: A strategy for cutting equipment costs.* St. Paul, MN: Metropolitan Center for Independent Living and United Cerebral Palsy of Minnesota.**

This manual describes how to design a used equipment referral service (UERS). It provides a description of a UERS clearinghouse established in Minnesota by the authors, describes how to set up a system, how to operate it, and how to obtain funding. Available from United Cerebral Palsy Association of Minnesota, Suite 233 South, 1821 University Avenue, St. Paul, MN 55104; 612/646-7588. Cost: $6.00.

**Sloane, E. (Ed.) (1986, December). *Not-so-common funding sources: Computer technology.* Miami, FL: Author.**

This report is a listing of private and corporate foundations that fund public and private nonprofit agencies. There is a list of foundations that award grants on a national basis, followed by lists of foundations that award grants in each state. Available from The Sloane Report, An Off-line Access to Computing, P.O. Box 561689, Miami, FL 33256-1689.

**Technology Assessment Program, Gallaudet Research Institute. (1989). *Financing the purchase of devices for deaf and severely hard of hearing people: A directory of resources.* (Monograph Series B, No. 3). Washington, DC: Author.**

This directory provides basic information about programs that purchase, finance, or lend devices for deaf and hard of hearing people including TDDs, closed caption decoders, and flashing signal systems. The directory provides a summary of national and regional funding programs such as Medicare, telephone company reduced rate programs, and service organizations. Programs and contact agencies in some 30 states are also included. Available from Scientific Communications Program, Gallaudet Research Institute, Gallaudet University, 800 Florida Avenue, N.E., Washington, DC 20002.

**Ward, A. W. (Ed.). (1989). *On line: Financing strategies for educational technology.* Alexandria, VA: National School Boards Association.**

Schools have only begun to acknowledge technology's potential to help them meet individual student needs, cope with increasing numbers of students who are at-risk, and manage vast quantities of information. This 40-page document provides an overview of how to find ways to finance the costs of acquiring and maintaining educational technology. Available from National School Boards Association, 1680 Duke Street, Alexandria, VA 22314. Cost: $12.00.

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# Selected Readings:
# Funding Technology Products and Services

This annotated bibliography features articles and other materials on funding sources and strategies for assistive devices and products. The entries were selected to meet the information needs of **parents of children with disabilities.**

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**Enders, A. (1988, Winter). Does your personal health insurance plan cover assistive technology? *Rehabilitation Technology Review, 1,* 7.**

The article notes that insurance policies often offer little or no coverage for rehabilitation technology and services, and stresses the responsibility of each individual in impacting the system to bring about change, one insurance plan at a time. It suggests that one way to promote this change is for employees to request extended coverage in this area from their employers, who should then turn to the insurance companies to investigate the possibilities. Once an insurance company is approached by a large purchaser of insurance plans, there is incentive for it to determine the effects of extended coverage on premiums.

***Foundation Grants to Individuals, 6th Edition.* (1988). New York: Foundation Center.**

This latest edition contains expanded listings of the major sources of support for individual grantseekers. Listed are over 1,200 independent and corporate foundations which award grants to individuals. The directory is organized into the following categories: educational support (scholarships, fellowships, loans, and research); general welfare and medical assistance; awards, prizes, and grants by nomination; grants to foreign individuals; grants for company employees; and arts and cultural support. Available from The Foundation Center, 79 Fifth Avenue, New York, NY 10003. Cost: $24.00; Item No. GT16.

**NICHCY. (1989). Assistive technology. *News Digest, 13.***

The 18-page *News Digest* addresses some of the most important issues related to the use of assistive technology. The digest contains six articles for parents and teachers on such topics as federal legislation, technology with young children, seeking funding, and being an informed consumer. An up-to-date bibliography and resource list are included. Single



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copies are available at no charge from NICHCY, P. O. Box 1492, Washington, DC 20013 or call 1-800-999-5599.

**Prentke Romich Company. (1989). *Funding devices and services in augmentative and alternative communication.* Wooster, OH: Author. (chart/poster)**

The chart graphically illustrates the route an individual might take to secure funding for augmentative and alternative communication devices. The process begins with finding a funding advocate that will represent the user, qualifying the particular needs of the user, and locating funding sources such as insurance/Medicaid, schools, and vocational rehabilitation programs. The chart then details sources of funds, including trust funds, fundraisers, service clubs, private corporations, "wishmakers," and public appeals. Available from Prentke Romich Company, 1022 Heyl Road, Wooster, OH 44691.

**Pressman, H. (1987, October). Funding technology devices: Ways through the maze. *Exceptional Parent, 17*(7), 48-52.**

Pressman outlines a step-by-step process through which parents are most likely to compose successful requests to attain funding for technology devices. While targeting a particular source for funding, the first step is to seek aid from an advisor who is knowledgeable, and who will be able to answer the many questions that result from the process. The next step requires collecting information, and then choosing a funding source. Once this has been achieved, parents should obtain a professional technology evaluation of the device. The written request should also include documentation that supports the application for which the device will be used. When ready to write the request, using the proper terminology gives the proposal added weight. Throughout the process, parents should seek professional advice and support, and should be willing, if a request for funding is denied, to follow through with an appeal. In addition to this process, Pressman offers some additional observations to enhance a request.

**Reeb, K. (1989). *Assistive financing for assistive devices: Loan guarantees for purchase of products by persons with disabilities.* Washington, DC: Electronic Industries Foundation, Rehabilitation Engineering Center.**

Reeb examines the concept of assistive financing, and discusses model programs around the country that "have pioneered implementation of the concept." Assistive financing, described as "a partnership between a private financial institution and another organization interested in underwriting credit financing to targeted populations," allows the costs and risks of financing to be shared. Reeb sees assistive financing as an increasingly important alternative in light of "tightening resources among traditional third party payment agencies." He provides as an example of this approach, the Mitaral/Canon Optacon Financing Program, which offers low interest financing for the purchase of the Optacon II. The specific operation of this program is outlined. Finally, Reeb includes some lessons that have been learned from model programs which are applicable in the future. Available from EIF, 1901 Pennsylvania Avenue, N.W., Suite 700, Washington, DC 20006.

**Robison, G. (1986, May). Insurance can help pay for adaptive equipment. *Exceptional Parent, 16*(3), 11-15.**

**Robison, G., & Robison, A. (1985, Winter). Obtaining insurance funding for your handicapped dependent needs. *Communication Outlook,* 7(3), 7-8.**

The authors of these two articles, parents of a child with cerebral palsy, outline a "plan of action" to obtain insurance funding for major communication and mobility aids—an approach they found to be successful. The first part of the plan includes keeping records of all reports and medical documents that pertain to the desired piece of equipment that might be useful in making a case, as well as notifying the insurance carrier of the intent to obtain equipment. The next step is to obtain recommendations and documentation from local physicians and therapists based on their evaluations; recommendations from independent evaluation centers are noted as essential. Once an evaluation center has recommended equipment, bids must then be obtained from vendors. Finally, with all of the supporting documentation, a claim should be filed with the insurance carrier, preferably with upper management personnel who are more likely to be familiar with high-tech equipment.